

Message Text

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PAGE 01 QUITO 07161 042242Z

63

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 042133Z OCT 76

FM AMEMBASSY QUITO

TO USDOC WASHDC

INFO SECSTATE WASHDC 1804

UNCLAS QUITO 7161

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 331/01/PO001

2. 100476

3. D. BOLTON

4. 331 ECUADOR

5. I Y TELEVISION PRODUCTION

6. A. CABLE--

B. LUIS GRANDE JEAN

GENERAL DIRECTOR

C. GRAND JEAN

TELEVISION PRODUCTIONS

SUECIA 236

QUITO, ECUADOR

OR

A. CABLE--

B. D. BOLTON

COMMERCIAL OFFICER

C. UNITED STATES EMBASSY

QUITO, ECUADOR

7. TEL 247491

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PAGE 02 QUITO 07161 042242Z

8. --

9. 101

10. 3537149 INDUSTRIAL TRUCKS (TANKERS)

3537283 SPARE PARTS

DESPERATELY NEEDED ELECTRICAL GENERATING PLANT IS READY TO BEGIN OPERATION OUTSIDE OF QUITO; HOWEVER, FUEL SUPPLY IS A PROBLEM AS IT MUST BE TRANSPORTED FROM ESMERALDAS ON THE COAST OVER THE MOUNTAINS TO QUITO. THIS WILL CREATE A STRAIN ON THE ALREADY BARELY ADEQUATE TANKERS SUPPLYING THE GASOLINE STATIONS. INECEL (NATIONAL ELECTRICAL COMPANY) HAS ANNOUNCED A CALL FOR BIDS ON THIS TRANSPORTING SERVICE (INECEL HAS NO DESIRE TO BUY TANKERS DIRECTLY). GRAND IS INTERESTED IN PURCHASING 15 SINGLE UNIT TANKERS OF APPROXIMATELY 5,000 GALLOSNS EACH IN REPLY TO THIS BID, ALSO NECESSARY SPARE PARTS. DUE TO HE RUGGED TERRAIN MORE THAN 5,000 GALLONS WOULD STRAIN THE ENGINE. AS THE TANKER WILL BE CARRYING NO. 6 DIESEL FUEL IT IS AN ABSOLUTE REQUIREMENT THAT TRUCKS BE EQUIPPED WITH A HEATING UNIT THAT CAN PUMP OUT THE FUEL AT 40 DEGREES C (95 DEGREES F). GRAND IS WORKING WITH ASSOCIATES WHO HAVE EXPERIENCE IN TRANSPORTING FUEL WITH YPF (OIL COMPANY) IN ARGENTINA. PLEASE QUOTE CIF GUAYAQUIL PRICES. DUE TO BID DEADLINE A PROMPT REPLY IS REQUESTED. ENGLISH COMMUNICATION ACCEPTED. CORR

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 OCT 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976QUITO07161
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760374-0839
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761085/aaaacvxy.tel
Line Count: 87
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: blochd0
Review Comment: n/a
Review Content Flags:
Review Date: 22 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <22 APR 2004 by DuboseBM>; APPROVED <05 JAN 2005 by blochd0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY
TAGS: BEXP, EC
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006